

INCOME STATEMENT
Year ended 31st December 2007

	2007 £m	2006 £m	Growth	
			CER%	£%
Turnover:	19,233	20,078	-	(4)
Pharmaceuticals	3,483	3,147	14	11
Consumer Healthcare				
TURNOVER	22,716	23,225	2	(2)
	(5,317)	(5,010)	(8)	(6)
Cost of sales				
Gross profit	17,399	18,215	-	(4)
	(6,954)	(7,257)	-	4
Selling, general and administration	(3,327)	(3,457)	1	4
Research and development	475	307		
Other operating income				
Operating profit:	6,857	7,125	3	(4)
Pharmaceuticals	736	683	10	8
Consumer Healthcare				
OPERATING PROFIT	7,593	7,808	3	(3)
	262	287		
Finance income	(453)	(352)		
Finance expense	50	56		
Share of after tax profits of associates and joint ventures				
PROFIT BEFORE TAXATION;	7,452	7,799	2	(4)
Taxation	(2,142)	(2,301)		
<i>Tax rate %</i>	28.7%	29.5%		
PROFIT AFTER TAXATION FOR THE PERIOD	5,310	5,498	3	(3)
Profit attributable to minority interests	96	109		
Profit attributable to shareholders	5,214	5,389		
	5,310	5,498		
EARNINGS PER SHARE	94.4p	95.5p	5	(1)
Diluted earnings per share	93.7p	94.5p		

INCOME STATEMENT
Three months ended 31st December 2007

	Total Q4 2007	Total Q4 2006	Growth	
	£m	£m	CER%	£%
Turnover:				
Pharmaceuticals	5,047	5,136	(2)	(2)
Consumer Healthcare	927	823	11	13
TURNOVER	5,974	5,959	-	-
Cost of sales	(1,639)	(1,445)	13	13
Gross profit	4,335	4,514	(4)	(4)
Selling, general and administration	(1,823)	(1,934)	(6)	(6)
Research and development	(1,043)	(980)	7	6
Other operating income	119	100		
Operating profit:				
Pharmaceuticals	1,373	1,501		
Consumer Healthcare	215	199		
OPERATING PROFIT	1,588	1,700	(7)	(7)
Finance income	52	83		
Finance expense	(119)	(86)		
Share of after tax profits of associates and joint ventures	10	13		
PROFIT BEFORE TAXATION	1,531	1,710	(10)	(11)
Taxation	(455)	(505)		
<i>Tax rate %</i>	29.7%	29.5%		
PROFIT AFTER TAXATION FOR THE PERIOD	1,076	1,205	(11)	(11)
Profit attributable to minority interests	19	24		
Profit attributable to shareholders	1,057	1,181		
	1,076	1,205		
EARNINGS PER SHARE	19.6p	21.0p	(7)	(7)
Diluted earnings per share	19.4p	20.8p		

PHARMACEUTICAL TURNOVER
Year ended 31st December 2007

	Total			USA			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
RESPIRATORY	5,032	5	1	2,377	4	(3)	1,772	4	4	883	10	5
Seretide/Advair	3,499	10	6	1,891	9	1	1,236	9	9	372	23	20
Flixotide/Flovent	621	(1)	(6)	284	3	(5)	161	(8)	(7)	176	(2)	(6)
Serevent	269	(4)	(8)	74	(7)	(14)	134	(5)	(4)	61	-	(6)
Flixonase/Flonase	199	(34)	(36)	72	(60)	(61)	51	-	-	76	5	-
CENTRAL NERVOUS SYSTEM	3,348	(2)	(8)	2,377	(1)	(8)	513	(14)	(14)	458	6	-
Seroxat/Paxil	553	(6)	(11)	143	(12)	(18)	122	(19)	(18)	288	5	(3)
Paxil IR	400	(6)	(11)	7	(63)	(63)	122	(19)	(18)	271	4	(3)
Paxil CR	153	(4)	(11)	136	(6)	(13)	-	-	-	17	13	6
Wellbutrin	529	(37)	(41)	512	(38)	(42)	4	100	100	13	(13)	(19)
Wellbutrin IR, SR	75	(23)	(26)	63	(26)	(29)	2	-	-	10	-	(9)
Wellbutrin XL	454	(39)	(43)	449	(39)	(43)	2	-	-	3	(40)	(40)
Imigran/Imitrex	685	3	(4)	558	9	1	89	(25)	(25)	38	(2)	(10)
Lamictal	1,097	18	10	892	26	17	145	(18)	(17)	60	13	7
Requip	346	36	29	238	46	35	91	11	12	17	64	55
ANTI-VIRALS	3,028	13	7	1,494	19	10	870	1	2	664	13	7
HIV	1,442	(1)	(5)	637	(2)	(9)	612	(2)	(1)	193	5	(1)
Combivir	455	(10)	(14)	195	(11)	(18)	192	(12)	(12)	68	(1)	(7)
Trizivir	233	(9)	(13)	120	(8)	(15)	99	(13)	(12)	14	7	-
Epivir	156	(20)	(23)	53	(16)	(23)	67	(26)	(26)	36	(14)	(16)
Ziagen	109	(3)	(7)	45	2	(6)	37	(10)	(10)	27	(4)	(4)
Agenerase, Lexiva	141	13	8	78	14	5	53	10	10	10	22	11
Epzicom/Kivexa	324	39	34	142	23	14	149	54	54	33	74	74
Herpes	1,041	15	8	678	20	11	151	4	5	212	6	-
Valtrex	934	18	11	668	20	11	120	9	10	146	13	7
Zovirax	107	(8)	(11)	10	-	-	31	(11)	(11)	66	(7)	(12)
Zeffix	168	8	4	13	8	-	24	4	4	131	9	4
Relenza	262	>100	>100	131	-	-	76	21	23	55	>100	90
METABOLIC	1,514	(15)	(19)	895	(24)	(30)	294	15	17	325	(2)	(6)
Avandia products	1,219	(22)	(26)	780	(29)	(35)	227	4	5	212	(7)	(9)
Avandia	877	(34)	(37)	592	(40)	(45)	113	(10)	(10)	172	(14)	(17)
Avandamet	292	49	43	147	85	71	111	20	21	34	35	31
Avandaryl	50	26	19	41	10	(3)	3	-	-	6	>100	>100
Bonviva/Boniva	161	79	69	115	49	39	45	>100	>100	1	-	-
VACCINES	1,993	20	18	628	44	35	814	14	15	551	8	6
Hepatitis	529	14	10	199	33	24	235	3	4	95	8	4
Influenza	320	93	88	193	>100	>100	93	>100	>100	34	(19)	(21)
Infanrix/Pediarix	543	9	6	196	23	14	275	(3)	(2)	72	26	24
Boostrix	66	15	10	40	5	(2)	19	27	27	7	75	75
Rotarix	91	>100	>100	-	-	-	23	>100	>100	68	79	74
Cervarix	10	-	-	-	-	-	9	-	-	1	-	-
CARDIOVASCULAR AND UROGENITAL	1,554	-	(5)	970	(2)	(10)	412	3	4	172	7	2
Coreg	587	(18)	(25)	581	(19)	(25)	-	-	-	6	17	-
Coreg CR	88	-	-	88	-	-	-	-	-	-	-	-
Coreg IR	499	(31)	(36)	493	(31)	(36)	-	-	-	6	-	-
Levitra	49	23	14	47	24	15	2	100	100	-	-	-
Avodart	285	38	32	175	44	34	86	23	25	24	56	50
Arixtra	100	81	72	55	88	72	39	70	70	6	100	100
Fraxiparine	184	(12)	(12)	-	-	-	160	(12)	(11)	24	(17)	(20)
Vesicare	50	69	56	50	69	56	-	-	-	-	-	-
ANTI-BACTERIALS	1,330	(1)	(3)	195	(3)	(10)	612	(3)	(3)	523	3	-
Augmentin	530	(6)	(7)	67	(23)	(29)	250	(7)	(7)	213	5	2
ONCOLOGY AND OTHER	477	(54)	(55)	272	(65)	(67)	139	(10)	(9)	66	(14)	(18)
Zofran	196	(77)	(77)	78	(88)	(89)	71	(34)	(34)	47	(21)	(23)
Hycamtin	119	10	5	70	6	(3)	42	21	24	7	-	-
Tykerb	51	-	-	36	-	-	13	-	-	2	-	-
OTHER	957	1	(2)	65	(18)	(22)	266	-	1	626	4	-
Zantac	168	(24)	(28)	33	(51)	(54)	42	(19)	(19)	93	(8)	(14)
TOTAL	19,233	-	(4)	9,273	(3)	(10)	5,692	2	3	4,268	6	2

Pharmaceutical turnover includes co-promotion income.

PHARMACEUTICAL TURNOVER
Three months ended 31st December 2007

	Total			USA			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
RESPIRATORY	1,363	8	7	632	7	3	478	5	10	253	12	15
<i>Seretide/Advair</i>	958	12	11	513	9	4	336	10	15	109	37	43
<i>Flixotide/Flovent</i>	175	2	2	81	8	3	44	-	5	50	(6)	(2)
<i>Serevent</i>	71	(5)	(4)	19	(9)	(14)	35	-	6	17	(11)	(11)
<i>Flixonase/Flonase</i>	32	(35)	(33)	1	-	-	12	-	9	19	-	(5)
CENTRAL NERVOUS SYSTEM	899	1	(2)	637	1	(3)	133	(8)	(4)	129	9	9
<i>Seroxat/Paxil</i>	151	(7)	(7)	39	(18)	(20)	29	(23)	(17)	83	8	5
<i>Paxil IR</i>	112	(2)	(1)	5	33	67	29	(23)	(17)	78	7	4
<i>Paxil CR</i>	39	(18)	(22)	34	(22)	(26)	-	-	-	5	25	25
<i>Wellbutrin</i>	130	(36)	(39)	125	(38)	(40)	1	-	-	4	25	-
<i>Wellbutrin IR, SR</i>	16	(32)	(36)	13	(41)	(41)	-	-	-	3	33	-
<i>Wellbutrin XL</i>	114	(36)	(39)	112	(37)	(40)	1	-	-	1	-	-
<i>Imigran/Imitrex</i>	187	11	7	153	16	11	24	(8)	(4)	10	(9)	(9)
<i>Lamictal</i>	301	21	17	247	27	21	38	(10)	(5)	16	21	23
<i>Requip</i>	95	26	25	64	29	23	25	14	19	6	67	100
ANTI-VIRALS	791	13	12	392	23	18	207	(7)	(2)	192	18	18
HIV	359	(1)	-	155	(4)	(8)	156	1	7	48	4	4
<i>Combivir</i>	108	(10)	(9)	45	(16)	(20)	45	(10)	(6)	18	13	20
<i>Trizivir</i>	56	(10)	(8)	28	(9)	(13)	25	(8)	-	3	(25)	(25)
<i>Epivir</i>	37	(16)	(14)	13	(7)	(13)	15	(22)	(17)	9	(20)	(10)
<i>Ziagen</i>	28	(4)	-	11	-	(8)	9	(10)	(10)	8	-	33
<i>Agenerase, Lexiva</i>	36	9	6	19	-	-	14	8	17	3	67	-
<i>Epzicom/Kivexa</i>	90	29	30	37	18	12	43	45	48	10	14	43
Herpes	283	19	17	184	24	19	41	6	14	58	13	12
<i>Valtrex</i>	255	23	20	181	26	21	33	11	22	41	20	17
<i>Zovirax</i>	28	(10)	(7)	3	(50)	(25)	8	(11)	(11)	17	-	-
<i>Zeffix</i>	42	(2)	-	3	33	-	6	-	-	33	(6)	-
<i>Relenza</i>	75	>100	>100	41	-	-	4	(91)	(82)	30	>100	100
METABOLIC	321	(33)	(32)	166	(47)	(48)	79	7	14	76	(13)	(10)
<i>Avandia products</i>	231	(44)	(43)	130	(55)	(55)	57	(5)	-	44	(28)	(23)
<i>Avandia</i>	160	(52)	(51)	99	(59)	(60)	25	(20)	(17)	36	(33)	(25)
<i>Avandamet</i>	64	(7)	(6)	26	(19)	(19)	31	7	15	7	(11)	(22)
<i>Avandaryl</i>	7	(57)	(50)	5	(71)	(64)	1	-	-	1	-	-
<i>Bonviva/Boniva</i>	52	59	53	38	39	36	15	>100	>100	(1)	-	-
VACCINES	634	18	20	204	29	26	258	24	29	172	1	4
<i>Hepatitis</i>	147	13	15	54	28	26	65	3	8	28	12	12
<i>Influenza</i>	174	62	63	99	68	68	56	>100	>100	19	(20)	(24)
<i>Infanrix/Pediarix</i>	137	(2)	1	44	(4)	(6)	74	(4)	3	19	12	12
<i>Boostrix</i>	13	(28)	(28)	6	(54)	(54)	5	-	-	2	-	-
<i>Rotarix</i>	39	70	70	-	-	-	7	>100	>100	32	60	60
<i>Cervarix</i>	9	-	-	-	-	-	9	-	-	-	-	-
CARDIOVASCULAR AND UROGENITAL	298	(31)	(29)	136	(51)	(52)	113	5	12	49	26	26
<i>Coreg</i>	23	(91)	(88)	23	(91)	(88)	-	-	-	-	-	-
<i>Coreg CR</i>	33	-	-	34	-	-	-	-	-	(1)	-	-
<i>Coreg IR</i>	(10)	-	-	(11)	-	-	-	-	-	1	-	-
<i>Levitra</i>	11	-	(8)	11	-	(8)	2	-	-	(2)	-	-
<i>Avodart</i>	83	36	36	49	44	36	26	26	37	8	17	33
<i>Arixtra</i>	29	43	38	16	42	33	11	57	57	2	-	-
<i>Fraxiparine</i>	51	(9)	(4)	-	-	-	43	(9)	(2)	8	(11)	(11)
<i>Vesicare</i>	14	67	56	14	67	56	-	-	-	-	-	-
ANTI-BACTERIALS	370	2	5	52	(5)	(9)	176	2	7	142	6	7
<i>Augmentin</i>	146	(2)	1	15	(36)	(40)	71	1	6	60	9	13
ONCOLOGY AND OTHER	100	(54)	(53)	45	(72)	(72)	38	9	15	17	(6)	(6)
<i>Zofran</i>	22	(88)	(87)	(7)	-	-	17	(24)	(19)	12	(21)	(14)
<i>Hycamtin</i>	31	11	11	17	-	(6)	12	25	50	2	50	-
<i>Tykerb</i>	19	-	-	12	-	-	5	-	-	2	-	-
OTHER	271	4	5	33	89	83	80	(4)	-	158	(2)	(1)
<i>Zantac</i>	43	(22)	(22)	7	(56)	(56)	11	(23)	(15)	25	-	(4)
	5,047	(2)	(2)	2,297	(8)	(12)	1,562	4	9	1,188	6	8

Pharmaceutical turnover includes co-promotion income.

CONSUMER HEALTHCARE TURNOVER
Year ended 31st December 2007

	2007 £m	Growth	
		CER%	£%
Over-the-counter medicines	1,718	20	15
Analgesics	410	11	8
Dermatological	175	10	6
Gastrointestinal	262	9	4
Respiratory tract	244	45	42
Smoking control	314	(6)	(11)
Natural wellness support	125	(3)	(5)
Weight management	150	-	-
Oral care	1,049	8	6
Nutritional healthcare	716	9	10
Total	3,483	14	13

CONSUMER HEALTHCARE TURNOVER
Three months ended 31st December 2007

	Q4 2007 £m	Growth	
		CER%	£%
Over-the-counter medicines	480	18	17
Analgesics	106	9	12
Dermatological	48	14	12
Gastrointestinal	68	6	8
Respiratory tract	83	41	43
Smoking control	86	(15)	(17)
Natural wellness support	35	3	3
Weight management	40	-	-
Oral care	275	3	7
Nutritional healthcare	172	8	10
Total	927	11	13